

Department of Economic Development



Department Description

The mission of the Department of Economic Development is to provide excellence in leadership, policy and programs to create a business climate enabling public-private linkages which result in capital investment, a diversified economic base, and quality job opportunities for all Louisiana citizens.

The goals of the Department of Economic Development are:

- I. Be the catalyst for retaining, creating, and increasing jobs and business opportunities for all Louisiana citizens.
- II. Be the leader in Louisiana's efforts to cultivate a diversified, technology-driven economic development environment by growing Vision 2020 targeted industries.
- III. Create a new and positive image for Louisiana.
- IV. Be the catalyst for a stable business environment in Louisiana.
- V. Be an award-winning, certified enterprise for quality, professionalism, and customer focus.

The Department of Economic Development is comprised of two agencies: Office of the Secretary and Office of Business Development.

For additional information, see:

[Department of Economic Development](#)

[Vision 2020](#)

Department of Economic Development Budget Summary

	Prior Year Actuals FY 2006-2007	Enacted FY 2007-2008	Existing Oper Budget as of 12/01/07	Continuation FY 2008-2009	Recommended FY 2008-2009	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 37,004,774	\$ 36,125,859	\$ 40,459,512	\$ 28,093,802	\$ 29,235,452	\$ (11,224,060)
State General Fund by:						
Total Interagency Transfers	60,092,189	1,262,160	90,005,822	1,184,910	1,096,410	(88,909,412)
Fees and Self-generated Revenues	975,847	1,083,909	1,117,909	1,084,955	1,499,217	381,308
Statutory Dedications	23,470,442	39,162,216	67,082,603	39,083,950	54,077,392	(13,005,211)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,613,538	500,000	2,246,821	0	0	(2,246,821)
Total Means of Financing	\$ 123,156,790	\$ 78,134,144	\$ 200,912,667	\$ 69,447,617	\$ 85,908,471	\$ (115,004,196)
Expenditures & Request:						
Office of the Secretary	\$ 3,693,987	\$ 4,721,241	\$ 4,750,358	\$ 4,712,014	\$ 5,186,785	\$ 436,427
Office of Business Development	119,462,803	73,412,903	196,162,309	64,735,603	80,721,686	(115,440,623)
Total Expenditures & Request	\$ 123,156,790	\$ 78,134,144	\$ 200,912,667	\$ 69,447,617	\$ 85,908,471	\$ (115,004,196)
Authorized Full-Time Equivalents:						
Classified	76	82	81	81	88	7
Unclassified	28	31	35	35	42	7
Total FTEs	104	113	116	116	130	14



05-251 — Office of the Secretary

Agency Description

The mission of the Office of the Secretary is to provide leadership, along with quality administrative and legal services, which sustains and promotes a globally competitive business climate that retains, creates, and attracts quality jobs and increased investment for the benefit of the people of Louisiana.

The overall goal of the Office of the Secretary is to provide leadership for the creation / implementation of effective policies and programs which enhance economic development throughout Louisiana.

The Office of the Secretary has one program: Executive and Administration Program.

Office of the Secretary Budget Summary

	Prior Year Actuals FY 2006-2007	Enacted FY 2007-2008	Existing Oper Budget as of 12/01/07	Continuation FY 2008-2009	Recommended FY 2008-2009	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 2,861,748	\$ 3,862,942	\$ 3,892,059	\$ 3,853,715	\$ 4,088,199	\$ 196,140
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	339,627	339,629	339,629	339,629	339,629	0
Statutory Dedications	492,612	518,670	518,670	518,670	758,957	240,287
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 3,693,987	\$ 4,721,241	\$ 4,750,358	\$ 4,712,014	\$ 5,186,785	\$ 436,427
Expenditures & Request:						
Administration	\$ 3,693,987	\$ 4,721,241	\$ 4,750,358	\$ 4,712,014	\$ 5,186,785	\$ 436,427
Total Expenditures & Request	\$ 3,693,987	\$ 4,721,241	\$ 4,750,358	\$ 4,712,014	\$ 5,186,785	\$ 436,427
Authorized Full-Time Equivalents:						
Classified	25	26	26	26	26	0
Unclassified	7	7	7	7	7	0
Total FTEs	32	33	33	33	33	0



251_1000 — Administration

Program Authorization: R.S. 36:101 et seq.; R.S. 36:4 et seq.; R.S. 51:2383; R.S. 51:935; as amended by Acts 6, 7, 8, 9, and 12 of the 2001 Regular Legislative Session.

Program Description

The mission of the Executive and Administration Program is to provide leadership, along with quality administrative and legal services, which sustains and promotes a globally competitive business climate that retains, creates, and attracts quality jobs and increased investment for the benefit of the people of Louisiana.

The goals of the Executive and Administration Program are:

- I. Establish internal structure and processes that enable the Department to accomplish its mission, and create an environment that attracts / retains a talented staff and promotes teamwork.
- II. Review laws, policies, and rules that impact economic development and the management of the department; promulgate or recommended changes as appropriate.
- III. Promote collaborations among governmental units, businesses, and non-profit organizations to advance economic development in the state.
- IV. Pursue funding and resources necessary to make Louisiana globally competitive in terms of business recruitment, retention and entrepreneurship.

The Executive and Administration Program has four activities: Office of the Secretary, Office of Management and Finance, Legal, and Internal Audit.

- The Office of the Secretary provides leadership and quality administrative services which sustains and promotes a globally competitive business climate for retention, creation, and attraction of quality jobs and increased investment to the state.
- Office of Management and Finance ensures that all programs in the Department are provided support services to accomplish all of their program objectives.
- Legal provides legal services and advice on regulatory matters to all Department divisions, and legal research and counsel necessary to carry out economic development pursuits. Included in Legal is the approval and monitoring of all contracts administered by the Department.
- The Internal Audit activity provides internal controls through performance, management, financial and operational reviews.



Administration Budget Summary

	Prior Year Actuals FY 2006-2007	Enacted FY 2007-2008	Existing Oper Budget as of 12/01/07	Continuation FY 2008-2009	Recommended FY 2008-2009	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 2,861,748	\$ 3,862,942	\$ 3,892,059	\$ 3,853,715	\$ 4,088,199	\$ 196,140
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	339,627	339,629	339,629	339,629	339,629	0
Statutory Dedications	492,612	518,670	518,670	518,670	758,957	240,287
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 3,693,987	\$ 4,721,241	\$ 4,750,358	\$ 4,712,014	\$ 5,186,785	\$ 436,427
Expenditures & Request:						
Personal Services	\$ 2,585,876	\$ 3,145,833	\$ 3,145,833	\$ 3,248,218	\$ 3,479,107	\$ 333,274
Total Operating Expenses	528,838	668,739	668,739	682,788	709,894	41,155
Total Professional Services	196,140	268,103	297,220	273,733	268,103	(29,117)
Total Other Charges	383,133	530,646	530,646	507,275	557,681	27,035
Total Acq & Major Repairs	0	107,920	107,920	0	172,000	64,080
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 3,693,987	\$ 4,721,241	\$ 4,750,358	\$ 4,712,014	\$ 5,186,785	\$ 436,427
Authorized Full-Time Equivalents:						
Classified	25	26	26	26	26	0
Unclassified	7	7	7	7	7	0
Total FTEs	32	33	33	33	33	0

Source of Funding

This program is funded with State General Fund, Fees and Self-generated Revenues, and Statutory Dedications. The Fees and Self-generated Revenues are derived from the collection of certain specified fees from businesses applying for business incentives granted by the department. The Statutory Dedications are derived from the Louisiana Economic Development Fund, based upon Act 34 of the 1991 Regular Session and cash from investments. The Louisiana Economic Development Fund includes cash from investments and vendor's compensation from the Department of Revenue and the Department of Public Safety. Acts 7, 8, and 9 of the 2001 Regular Session restructured the department; the Workforce Development and Training Fund and Economic Development Award Fund were eliminated and subsequently merged into the Louisiana Economic Development Fund. Also funding is provided from the 2004 Overcollections Fund. (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of each statutory dedicated fund.)



Administration Statutory Dedications

Fund	Prior Year Actuals FY 2006-2007	Enacted FY 2007-2008	Existing Oper Budget as of 12/01/07	Continuation FY 2008-2009	Recommended FY 2008-2009	Total Recommended Over/Under EOB
Louisiana Economic Development Fund	\$ 492,612	\$ 518,670	\$ 518,670	\$ 518,670	\$ 518,670	\$ 0
2004 Overcollections Fund	0	0	0	0	240,287	240,287

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 29,117	\$ 29,117	0	Mid-Year Adjustments (BA-7s):
\$ 3,892,059	\$ 4,750,358	33	Existing Oper Budget as of 12/01/07
Statewide Major Financial Changes:			
40,454	40,454	0	Annualize Classified State Employee Merits
24,142	24,142	0	Classified State Employees Merit Increases
50,554	50,554	0	Unclassified State Employees Merit Increases
(38,958)	(38,958)	0	State Employee Retirement Rate Adjustment
8,517	8,517	0	Group Insurance for Active Employees
8,216	8,216	0	Group Insurance for Retirees
110,233	110,233	0	Salary Base Adjustment
(101,401)	(101,401)	0	Attrition Adjustment
(107,920)	(107,920)	0	Non-Recurring Acquisitions & Major Repairs
(29,117)	(29,117)	0	Non-recurring Carryforwards
14,555	14,555	0	Risk Management
7,998	7,998	0	Legislative Auditor Fees
630	630	0	UPS Fees
(218)	(218)	0	Civil Service Fees
248	248	0	CPTP Fees
4,176	4,176	0	Office of Computing Services Fees
0	240,287	0	Office of Information Technology Projects
(354)	(354)	0	Administrative Law Judges
Non-Statewide Major Financial Changes:			
220,860	220,860	0	Provides funding for salary increase per Title 36:103 and 105.
(27,132)	(27,132)	0	Group Insurance Funding from Other Line Items.



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
10,657	10,657	0	Annualization of Fiscal Year 2007-2008 pay increase for state employees.
\$ 4,088,199	\$ 5,186,785	33	Recommended FY 2008-2009
\$ 0	\$ 0	0	Less Hurricane Disaster Recovery Funding
\$ 4,088,199	\$ 5,186,785	33	Base Executive Budget FY 2008-2009
\$ 4,088,199	\$ 5,186,785	33	Grand Total Recommended

Professional Services

Amount	Description
\$25,000	Legal services for personnel matters.
\$243,103	Funding for the Department's e-readiness plan to complete Information Technology (IT) projects to web-enable the top business processes of the Department. Initiatives include: intellectual property database, project management system, business/research analysis and needs assessment, website enhancements, etc. as well as for planning, proposal development, feasibility studies, training, management assistance and any other services deemed necessary.
\$268,103	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
	Other Charges:
\$25,000	Special Marketing funds provided for meetings with prospects, group activities, special events, and activities to promote economic activity and stimulate interest in Louisiana as a business location.
\$25,000	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$12,061	Department Civil Service
\$1,891	Comprehensive Public Training Program (CPTP)
\$4,583	Uniform Payroll System (UPS)
\$46,758	DPS - Security of Capitol Annex
\$25,440	State Treasury Fees
\$88,801	Office of Risk Management
\$73,263	Legislative Auditor Expenses
\$23,184	Office of Computing Services - State Email Services
\$9,294	Office of State Mail - Postage
\$140,139	Office of Telecommunications - Telephone & Telegraph
\$1,367	Office of State Printing - Printing
\$150	Office of State Register - Dues & Subscriptions



Other Charges (Continued)

Amount	Description
\$2,000	Miscellaneous - Buildings and Grounds; etc.
\$15,000	Governor's Office - Washington Liaison
\$0	Division of Administrative Law for administrative hearings
\$88,750	Support and hosting of online Business Directories for businesses, site locations, and resources for expertise of universities and intellectual property.
\$532,681	SUB-TOTAL INTERAGENCY TRANSFERS
\$557,681	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
\$172,000	Replacement of computers, software, printers, server, and accessories provided through the 2004 Overcollections Fund.
\$172,000	TOTAL ACQUISITIONS AND MAJOR REPAIRS

Performance Information

1. (KEY) To establish a culture of marketing and recruitment by providing administrative oversight and leadership necessary to ensure that at least 90% of all department objectives are achieved annually.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2006-2007	Actual Yearend Performance FY 2006-2007	Performance Standard as Initially Appropriated FY 2007-2008	Existing Performance Standard FY 2007-2008	Performance At Continuation Budget Level FY 2008-2009	Performance At Executive Budget Level FY 2008-2009
K	Percent of department objectives achieved (LAPAS CODE - 14008)	90%	92%	90%	90%	90%	90%
S	Percent of LED staff reporting job satisfaction (LAPAS CODE - 20790)	85.0%	85.3%	85.0%	85.0%	85.0%	85.0%



2. (KEY) To ensure quality support services as evidenced by having no repeat audit findings.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2006-2007	Actual Yearend Performance FY 2006-2007	Performance Standard as Initially Appropriated FY 2007-2008	Existing Performance Standard FY 2007-2008	Performance At Continuation Budget Level FY 2008-2009	Performance At Executive Budget Level FY 2008-2009
K	Number of repeat audit findings (LAPAS CODE - 14021)	0	0	0	0	0	0

3. (KEY) Take an active role in promoting a fair and equitable business environment by standardizing business permitting processes by June 30, 2010.

Louisiana: Vision 2020 Link: Related to Objective 2.8: To have an equitable tax structure, regulatory climate, and civil justice system conducive to business retention and the creation and growth of innovative companies.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2006-2007	Actual Yearend Performance FY 2006-2007	Performance Standard as Initially Appropriated FY 2007-2008	Existing Performance Standard FY 2007-2008	Performance At Continuation Budget Level FY 2008-2009	Performance At Executive Budget Level FY 2008-2009
K	Number of improvements made in business permitting (LAPAS CODE - 20807)	3	2	3	3	3	3



4. (KEY) Promote Louisiana as a preferred location to do business by participating in 20 national/international Vision 2020 targeted industry trade shows annually.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2006-2007	Actual Yearend Performance FY 2006-2007	Performance Standard as Initially Appropriated FY 2007-2008	Existing Performance Standard FY 2007-2008	Performance At Continuation Budget Level FY 2008-2009	Performance At Executive Budget Level FY 2008-2009
K	Number of Vision 2020 targeted industry trade shows participated in (LAPAS CODE - 15565)	20	24	20	20	20	20
S	Number of project selection lists where Louisiana is a preferred location (LAPAS CODE - 20808)	3	8	3	3	5	5

Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007
Louisiana per capita income (LAPAS CODE - 14013)	\$ 26,312	\$ 27,297	\$ 24,820	\$ 24,664	\$ 30,952
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
U.S. per capita income (LAPAS CODE - 14014)	\$ 31,472	\$ 33,050	\$ 34,586	\$ 34,471	\$ 36,276
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business					
Louisiana per capita income as a percent of U.S. per capita income (LAPAS CODE - 14015)	83.6%	83.7%	71.8%	71.5%	85.3%



Administration General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007
Louisiana unemployment rate (LAPAS CODE - 14016)	6.3	5.7	7.1	7.1	4.0
SOURCE: Louisiana Department of Labor. These figures do not include persons not in the labor force by desire and availability for work. The reported figure represents the rate as of December.					
U.S. unemployment rate (LAPAS CODE - 14017)	6.0	5.5	5.1	5.1	4.6
SOURCE: U.S. Department of Labor, Bureau of Labor Statistics. Does not include persons not in the labor force by desire and availability for work. The reported figure represents the annual average.					



05-252 — Office of Business Development

Agency Description

The mission of the Office of Business Development is to implement strategies that will contribute to building a higher value-added economy, thereby increasing opportunities, incomes and wealth, by improving capacity through education and training, infrastructure, financial and social capital, and collaboration.

The overall goal of the Office of Business Development is to utilize a cluster-based economic development approach in order to be flexible and responsive, and to leverage resources through collaborations with industry, government and education, and regional and local economic development groups. The Office of Business Development has two programs: Business Development Program and Business Incentives Program.

The Business Retention and Assistance division provides assistance to small businesses in Louisiana. A substantial portion of small businesses are family-owned, minority owned, and/or women-owned. Research has found that low income parents who start microenterprise businesses are capable of earning higher levels of income than low-wage jobs. Recent national statistics regarding TANF recipient’s participating in microenterprise programs show that there was an 85% increase in participants who were working and a 160% decrease in participants who were receiving TANF funds. Even those TANF participants who did not go on to start a small business still earned 14% more than TANF recipients who did not participate.

Office of Business Development Budget Summary

	Prior Year Actuals FY 2006-2007	Enacted FY 2007-2008	Existing Oper Budget as of 12/01/07	Continuation FY 2008-2009	Recommended FY 2008-2009	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 34,143,026	\$ 32,262,917	\$ 36,567,453	\$ 24,240,087	\$ 25,147,253	\$ (11,420,200)
State General Fund by:						
Total Interagency Transfers	60,092,189	1,262,160	90,005,822	1,184,910	1,096,410	(88,909,412)
Fees and Self-generated Revenues	636,220	744,280	778,280	745,326	1,159,588	381,308
Statutory Dedications	22,977,830	38,643,546	66,563,933	38,565,280	53,318,435	(13,245,498)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	1,613,538	500,000	2,246,821	0	0	(2,246,821)
Total Means of Financing	\$ 119,462,803	\$ 73,412,903	\$ 196,162,309	\$ 64,735,603	\$ 80,721,686	\$ (115,440,623)
Expenditures & Request:						
Business Development Program	\$ 107,750,973	\$ 58,241,489	\$ 177,854,056	\$ 49,529,459	\$ 65,506,245	\$ (112,347,811)
Business Incentives Program	11,711,830	15,171,414	18,308,253	15,206,144	15,215,441	(3,092,812)
Total Expenditures & Request	\$ 119,462,803	\$ 73,412,903	\$ 196,162,309	\$ 64,735,603	\$ 80,721,686	\$ (115,440,623)



Office of Business Development Budget Summary

	Prior Year Actuals FY 2006-2007	Enacted FY 2007-2008	Existing Oper Budget as of 12/01/07	Continuation FY 2008-2009	Recommended FY 2008-2009	Total Recommended Over/Under EOB
Authorized Full-Time Equivalents:						
Classified	51	56	55	55	62	7
Unclassified	21	24	28	28	35	7
Total FTEs	72	80	83	83	97	14



252_1000 — Business Development Program

Program Authorization: R.S. 51:2311 et. seq.; R.S. 51:2315; R.S. 51:2331; R.S. 51:2341 et. seq.; R.S. 51:2377 et. seq.; Acts 6, 7, 8, 9, and 12 of the 2001 Regular Legislative Session. R.S. 36:108 as amended by Acts 6, 7, 8, 9, and 12 of the 2001 Regular Legislative Session.

Program Description

The mission of the Business Development Program is to diversify and grow Louisiana's economy by linking business, academia and government to retain, expand and attract businesses and to maintain and advance economic development vitality in Louisiana through economic research and technical assistance, greater awareness of and access to funding, technology and international resources, vital business retention and assistance services, and university and government relationships with the business community.

The goals of the Business Development Program are:

- I. To meet or exceed customers' needs or expectations.
- II. To provide quality communication and access to services in order to expand economic development activities.
- III. To coordinate and collaborate with allies to impact activities of common initiatives.
- IV. To improve Louisiana's image nationally and internationally by promoting the state as the place in which to live, work, visit and do business.
- V. Market Vision 2020 targeted industries to foster recruitment, retention and expansion of businesses.
- VI. Promote regionalism as an effective economic development tool.

The Business Development Program supports statewide economic development by providing expertise and incremental resources to leverage business opportunities:

- Encouragement and assistance in the start-up of new businesses
- Opportunities for expansion and growth of existing business and industry
- Partnering relationships with communities for economic growth
- Learning and career development opportunities for the state's workforce
- Expertise in the development and optimization of global opportunities for trade and inbound investments
- Protection and growth of the state's military presence
- Economic development research to identify growth potential and maintain competitiveness
- Communication, advertising and marketing of the state as a premier location to do

The Business Development Program has the following business development activities:

- The Executive activity provides leadership for all Office of Business Development activities.

- The Community Outreach activity supports the creation, retention, expansion and recruitment of industries along with eight regional representatives located throughout the state and provides services to small and emerging businesses.
- The Local Partners activity is the state's outreach arm, where regional representatives serve as a conduit to state resources for local development entities and support efforts to create, retain, expand, and recruit industries into the state.
- The Communications activity acts as the information arm of the department and is responsible for developing specific promotional and support materials and coordinating communications through ad/promotion/and marketing.
- The Research activity provides assistance in decision making by delivering timely, accurate and relevant assistance in a progressive and user-friendly format. Research performs analysis of existing and proposed economic development practices and policies to assist in evaluation by decision makers, both public and private, such as prospects, existing companies, incentive analysts, project managers, local economic developers, etc. Provides economic impact analysis, cost-benefit analysis, population projections, wage studies, retail analysis and feasibility studies.
- Creative Industries includes the Governor's Office of Film and Television Development and the Louisiana Music Commission activities. The Film and Television Development activity promotes film, video and television production in the state to increase employment, tax revenues and spending in the state, and to ensure an accurate and positive portrayal of the state in film projects. The Music Commission promotes and develops the state's popular commercial music and related industries to provide economic and cultural benefit for the state, and to preserve Louisiana's musical legacies.
- The International Services activity provides and coordinates assistance, guidance and resource access to ensure effective marketing of Louisiana as the place to establish and/or grow international business investment opportunities and develops global trade opportunities for Louisiana businesses.
- The Military Services activity provides assistance, guidance and resource access to enhance the attractiveness for, and ensure the sustainability of, all military installations in Louisiana through collaborative initiatives, and assists companies in developing defense-related contract opportunities for Louisiana products/services.

Business Development Program Budget Summary

	Prior Year Actuals FY 2006-2007	Enacted FY 2007-2008	Existing Oper Budget as of 12/01/07	Continuation FY 2008-2009	Recommended FY 2008-2009	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 34,143,026	\$ 32,088,522	\$ 36,393,058	\$ 24,032,875	\$ 25,065,543	\$ (11,327,515)
State General Fund by:						
Total Interagency Transfers	60,092,189	1,262,160	90,005,822	1,184,910	1,096,410	(88,909,412)
Fees and Self-generated Revenues	183,817	244,395	278,395	244,395	508,395	230,000
Statutory Dedications	11,718,403	24,146,412	48,929,960	24,067,279	38,835,897	(10,094,063)
Interim Emergency Board	0	0	0	0	0	0



Business Development Program Budget Summary

	Prior Year Actuals FY 2006-2007	Enacted FY 2007-2008	Existing Oper Budget as of 12/01/07	Continuation FY 2008-2009	Recommended FY 2008-2009	Total Recommended Over/Under EOB
Federal Funds	1,613,538	500,000	2,246,821	0	0	(2,246,821)
Total Means of Financing	\$ 107,750,973	\$ 58,241,489	\$ 177,854,056	\$ 49,529,459	\$ 65,506,245	\$ (112,347,811)
Expenditures & Request:						
Personal Services	\$ 3,846,257	\$ 5,138,717	\$ 5,653,126	\$ 5,695,342	\$ 6,321,882	\$ 668,756
Total Operating Expenses	687,109	1,007,689	1,151,019	1,171,878	1,123,473	(27,546)
Total Professional Services	5,780,889	5,894,832	6,339,863	5,687,782	6,329,703	(10,160)
Total Other Charges	97,317,227	46,200,251	164,647,798	36,974,457	51,634,534	(113,013,264)
Total Acq&Major Repairs	119,491	0	62,250	0	96,653	34,403
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 107,750,973	\$ 58,241,489	\$ 177,854,056	\$ 49,529,459	\$ 65,506,245	\$ (112,347,811)
Authorized Full-Time Equivalents:						
Classified	40	41	40	40	47	7
Unclassified	21	24	28	28	35	7
Total FTEs	61	65	68	68	82	14

Source of Funding

This program is funded with State General Fund, Fees and Self-generated Revenues, Statutory Dedications, Interagency Transfers, and Federal Funds. The Fees and Self-generated Revenues are derived from contributions from economic development allies for foreign representation in Europe and from certain specified fees collected from businesses applying for business incentives granted by the department. The Statutory Dedications are derived from the 2004 Overcollections Fund recreated by Act 639 of the 2006 Regular Session, the Small Business Surety Bonding Fund which was recreated by Act 9 of the 2001 Regular Session, the Marketing Fund based on Act 7 of the 2001 Regular Session, the Rapid Response Fund created by Act 398 of the 2005 Regular Session, and the Louisiana Economic Development (LED) Fund in accordance to Act 34 of the 1991 Regular Session. The Louisiana Economic Development Fund includes cash from investments and vendor's compensation from the Department of Revenue and the Department of Public Safety. Acts 7, 8, and 9 of the 2001 Regular Session restructured the department; the Workforce Development and Training Fund and the Economic Development Award Fund were eliminated and subsequently merged into the Louisiana Economic Development. The Interagency Transfers are Temporary Assistance to Needy Families (TANF) funds from the Department of Social Services and Community Development Block Grant (CDBG) funds from the Office of Community Development. Federal Funds are from an Economic Development Administration (EDA) grant for economic development assistance. (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of each statutory dedicated fund.)



Business Development Program Statutory Dedications

Fund	Prior Year Actuals FY 2006-2007	Enacted FY 2007-2008	Existing Oper Budget as of 12/01/07	Continuation FY 2008-2009	Recommended FY 2008-2009	Total Recommended Over/Under EOB
Louisiana Economic Development Fund	\$ 472,548	\$ 8,850,509	\$ 28,908,476	\$ 8,859,902	\$ 10,425,176	\$ (18,483,300)
Small Business Surety Bonding Fund	509,558	957,377	957,377	957,377	5,957,377	5,000,000
Entertainment Promotion and Marketing Fund	0	0	150,000	150,000	150,000	0
Marketing Fund	2,216,480	2,238,526	2,450,325	2,000,000	2,298,411	(151,914)
Rapid Response Fund	8,519,817	10,000,000	14,363,782	10,000,000	17,904,933	3,541,151
2004 Overcollections Fund	0	2,100,000	2,100,000	2,100,000	2,100,000	0

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 4,304,536	\$ 119,612,567	3	Mid-Year Adjustments (BA-7s):
\$ 36,393,058	\$ 177,854,056	68	Existing Oper Budget as of 12/01/07
Statewide Major Financial Changes:			
43,237	43,237	0	Annualize Classified State Employee Merits
38,492	38,492	0	Classified State Employees Merit Increases
139,535	139,535	0	Unclassified State Employees Merit Increases
(67,834)	(67,834)	0	State Employee Retirement Rate Adjustment
11,736	11,736	0	Group Insurance for Active Employees
(94,987)	(94,987)	0	Salary Base Adjustment
(135,829)	(135,829)	0	Attrition Adjustment
0	(62,250)	0	Non-Recurring Acquisitions & Major Repairs
(4,304,536)	(115,256,987)	0	Non-recurring Carryforwards
Non-Statewide Major Financial Changes:			
0	1,100	0	Funding provided in accordance with the amortization payment of debt service for Union Tank Car.
40,000	40,000	0	Funding provided for economic development regional representatives. They serve as the department's "eyes and ears" on the ground in each area of the state acting as the state's outreach arm to state resources for local development entities and support efforts to create, retain, expand, and recruit industries to the state. Since the hurricanes the demand for their services have increased.
(400,000)	(400,000)	0	Funding provided to the Northeast Louisiana Economic Alliance.
0	4,932,584	0	Provides increase budget authority for Rapid Response Fund.
0	(4,144,080)	0	Non-recur funding for Rapid Response Fund for two economic development projects. The projects are Oceanerring International (\$2.0m) and ERA Helicopters (\$2.14m). The Department of Economic Development provided "seed" monies for the first invoice of the second round of the Recovery Grant and Loan Program Awards during FY 2006-2007 for which the Office of Community Development was unable to reimburse prior to the close of the fiscal year.



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
0	(4,863)	0	Non-recur funding provided in accordance with the amortization payment of debt service for CG Railways, Inc.
0	(15,000)	0	Hurricane Recovery funds from Southern University for technical assistance services to small and minority-owned businesses.
0	1,606,412	0	Funding provided for the Clinical Manufacturing Facility (Wet Lab) facility in Baton Rouge to align the recommended budget with anticipated expenditure requirements. Funding primarily to allow hiring of 10 new positions as well as the required testing supplies.
(1,000,000)	(1,000,000)	0	Funding provided to New Orleans Cold Storage for transportation drayage due to closure of MRGO.
0	(500,000)	0	Economic Development Administration (EDA) Federal Grant provides support of economic initiatives in response with hurricane recovery assistance. The grant was used for economic development organizations, technical assistance providers, and business counseling centers to provide assistance to displaced businesses.
(3,317,500)	(3,317,500)	0	Special Legislative Projects
(500,000)	(500,000)	0	Provides funding for the purposes of the Louisiana Partnership for Technology
(150,000)	(150,000)	0	Funding provided to the Louisiana Minority Business Council.
160,100	160,100	3	Increase table of organization by 3 and funding associated with these positions for the Office of Entertainment Industry Development, per Dec. 2007 BA-7.
0	298,411	0	One time funding for use Marketing Fund balance - provided for advertising, promotion, and marketing related services for the Department's programs.
0	264,000	0	The State acquired a certain piece of land commonly known as Franklin Farms, through Act 203 of the 2007 Regular Legislative Session, for site preparation and land acquisition of this industrial megasite for which LED administers. There is an interest by two pipeline companies to purchase right of way on the property in the range of \$25 per square foot. This allocation provides the agency budget authority to capture the sale as gees and self generated revenue.
0	2,475,000	4	Provides funding for State Economic Competitiveness Benchmarking, Planning, and Research initiative. This initiative will focus on economic development strategy and planning by benchmarking state public policies (business taxes, incentives, workforce programs, worker's comp. etc.) against those competing states to identify gaps and solutions; develop plans for development of ports, airports, transportation and other public infrastructure with a focus on economic development impact; and develop industry-specific strategic plans to protect the competitiveness of mature industries and grow emerging industries.
0	2,000,000	0	Provides funding for Project Specific Site Preparation/Evaluation. Funding will be utilized for site selection consultant's request on site specific information and proposals such as title searches, wetland delineations, soil evaluation, archeological evaluations, transportation assessments, land surveys, environmental assessments and others.
65,871	65,871	0	Provides funding to hire consultant to maintain a statewide web-based GIS Sites and Building Database Program.
100,000	100,000	0	Provides funding to support the technology transfer, procurement, and economic development activities that will be coming out of the NASA Michoud facility.
400,000	400,000	3	Provides funding for a retention/expansion team to cultivate Louisiana's existing businesses by aggressively pursuing retention/expansion prospects identified via company consultations, company inquiries and partner communications; develop best-in-class prospect management capabilities for both small/medium projects and mega projects.
468,934	468,934	4	Provides funding and 4 positions to administer the "Broadway South" programs per Act 482 of the 2007 Regular Legislative Session.



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
0	3,000,000	0	Provides funding for the Quick Start Initiative to deliver comprehensive workforce training services, from pre-employment assessment and training that help companies "select the best" to customized, job specific training that delivers exactly the right skills a business needs.
(59,885)	(298,411)	0	One time funding for use Marketing Fund balance and State General Fund - provided for advertising, promotion, and marketing related services for the Department's programs. Total budget for Communications/Promotion and Advertising for FY09 \$5.5 million from the Marketing Fund.
0	65,937	0	Funding provided for the Life Science Incubator (Wet Lab) facility in Shreveport to align the recommended budget with anticipated expenditure requirements primary increase is associated with hiring a consultant to market and recruit new tenants for the incubator.
0	400,000	0	Annualized costs of the Good Manufacturing Practices (GMP) facility. The requested funding will be used in all aspects of facility operation but primarily for professional services in an effort to assist investigators in moving toward commercialization.
0	3,430	0	Funding provided in accordance with the amortization payment of debt service for Northrop Grumman Ship Systems.
(2,773,791)	(2,773,791)	0	Louisiana Technology Park - FY08 was the last fiscal year for which funding was required under the cooperative endeavor agreement between Louisiana Technology Park and DED.
0	(150,000)	0	Non-recur \$150,000 in funding provided for the Microenterprise Initiative from Temporary Assistance to Needy Families (TANF) from the Department of Social Services. Assistance for FY09 has been reduced to \$600,000. This initiative's intent is to help prepare citizens of the state to become economically self-sufficient through self-employment by enhancing their access to business capital, technical assistance, and training.
(23,301)	(23,301)	0	Group Insurance Funding from Other Line Items.
32,243	32,243	0	Annualization of Fiscal Year 2007-2008 pay increase for state employees.
\$ 25,065,543	\$ 65,506,245	82	Recommended FY 2008-2009
\$ 0	\$ 497,160	10	Less Hurricane Disaster Recovery Funding
\$ 25,065,543	\$ 65,009,085	72	Base Executive Budget FY 2008-2009
ADDITIONAL FUNDING RELATED TO HURRICANE DISASTER RECOVERY			
0	497,160	10	Additional t.o. to oversee the Small Business Recovery Loan and Grant program
\$ 0	\$ 497,160	10	Total ADDITIONAL FUNDING RELATED TO HURRICANE DISASTER RECOVERY
\$ 25,065,543	\$ 65,506,245	82	Grand Total Recommended

Professional Services

Amount	Description
\$65,871	Funds provided for consultation to maintain a statewide web-based GIS Sites and building Database Program.
\$44,832	Funds provided for market research in targeted market areas.



Professional Services (Continued)

Amount	Description
\$5,500,000	Provides advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development industry sectors and any other services deemed necessary.
\$330,000	Foreign Representatives - To promote trade and investment opportunities for Louisiana through foreign representative consultants to coordinate meetings with appropriate corporate decision makers in foreign countries.
\$125,000	Funds provided for the entertainment industry for legal services, website services, location managers, etc. and other services deemed necessary.
\$264,000	Franklin Farms - for feasibility studies needed for logistics and workforce training related to the promotion of this megasite.
\$6,329,703	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
	Other Charges:
\$600,189	Special Marketing - Funds are used for meetings with prospects, group activities, special events, and activities to promote economic activity and stimulate interest in Louisiana as a business location.
\$608,000	Small and Emerging Business Development - Technical assistance to provide funds for assisting certified small and emerging businesses by providing managerial and/or developmental assistance and technical assistance which includes entrepreneurial training and other specialized assistance to businesses. Funds will be provided for technical assistance through service providers.
\$5,957,377	Small Business Surety Bonding Program - Supports the Small and Emerging Business Development's effort to provide financial assistance to small businesses to mitigate gaps in the state surety bond market.
\$788,522	Small Business Development Centers (SBDC) - Provision of management assistance and business counseling to Louisiana small businesses.
\$664,000	Regional Representatives - The state's outreach arm, where regional representatives serve as a conduit to state resources for local development entities and support efforts to create, retain, expand, and recruit industries into the state.
\$1,300,000	Funding provided for operating expenses of the Gene Therapy Research Consortium located in New Orleans.
\$5,458,369	Funding provided for operating expenses of the Life Science Incubators in Baton Rouge, New Orleans, and Shreveport.
\$74,437	Marketing Education Initiatives - LA Council for Economic Education - Provide administrative services which will facilitate the planning, coordinating, and performance of economic education activities of the state, the Louisiana Council for Economic Education office, and the eight university and college based Centers of Economic Education.
\$675,563	Marketing Education Initiatives - Marketing Education Retail Alliance (MERA) - This program rewards and motivates high school students throughout the state by providing enhanced and/or enriched learning opportunities. This program improves the visibility and understanding of lifetime skills available through marketing education, enhances the linkage between schools in Louisiana, employment opportunities in the international marketing environment, improving the educational experiences available for Louisiana's young people, upgrades technology in Louisiana schools, and promote/encourage National Retail Skills Standards.
\$250,000	Marketing Education Initiatives - District 2 Enhancement Corporation - To facilitate the implementation of the District 2 Fashion Lab which teaches youth and young adults about fashion, retail, and the opportunities available through the fashion industry.
\$170,056	Coordinating Organization Responsibility Authorities (CORA) - Renewal Communities - for economic development programs in distressed rural areas of the state through the Federal Renewal/Communities (RC) Initiative.
\$9,932,584	Funding provided for the Governor's Economic Development Rapid Response Program to provide a rapid response capability for securing economic development opportunities for the state.
\$3,000,000	Quick Start Initiative - to deliver comprehensive workforce training services, from pre-employment assessment and training that help companies "select the best" to customized, job specific training that delivers exactly the right skills a business needs.
\$200,000	Funding to support the retention of military and federal installations in Louisiana. Assist with the development of a strategic plan to gain more missions at existing military and federal installations to create more opportunities for job creation and capital investment. Develop and execute the marketing and advocacy program for the "Federal City" concept, gain new military and federal missions in Louisiana, work with congressional delegation to identify and prioritize Louisiana military and federal installation construction opportunities, seek and expand defense contracts in Louisiana, and other related matters.



Other Charges (Continued)

Amount	Description
\$5,600,000	Louisiana Economic Development Regional Awards and Matching Grant Program - provides assistance to eligible economic development organizations in their comprehensive and strategic marketing and/or recruitment plans for towns, cities, parishes and regions as a site for new and/or expanded business development.
\$3,269,165	Funding provided to Jefferson Facilities, Inc. for payment of debt service for public infrastructure at Northrop Grumman Ship Systems. Fiscal Year 2008-2009 represents the sixth year of a 20 year commitment.
\$3,299,600	Funding provided to the England Economic and Industrial Development District for payment of debt service for public infrastructure to construct a manufacturing facility in Alexandria, Louisiana for Union Tank Car. Fiscal Year 2008-2009 represents the fourth year of a 15 year commitment.
\$1,760,750	Funding provided for payment of debt service associated with improvements (including ship decks, port, and rail upgrades) on the Port of New Orleans property to locate CG Railway, Inc. Fiscal Year 2008-2009 represents the third year of a 10 year commitment.
\$2,100,000	Funding provided for payment of debt service for a Bulk Rice Export Facility.
\$300,000	Louisiana Business Incubation Support - To support a statewide incubator program to create, develop, and mentor small businesses by providing developmental, technical, and operational support to incubators.
\$600,000	Funding provided for the Microenterprise Initiative, funded with Temporary Assistance to Needy Families (TANF) from the Department of Social Services. This initiative's intent is to help prepare citizens of the state to become economically self-sufficient through self-employment by enhancing their access to business capital, technical assistance, and training.
\$2,000,000	Funding provided for State Economic Competitiveness Benchmarking, Planning, and Research initiative. This initiative will focus on economic development strategy and planning by benchmarking state public policies (business taxes, incentives, workforce programs, worker's comp. etc.) against those competing states to identify gaps and solutions; develop plans for development of ports, airports, transportation and other public infrastructure with a focus on economic development impact.
\$2,000,000	Funding provided for Project Specific Site Preparation/Evaluation. Funding will be utilized for site selection consultant's request on site specific information and proposals such as title searches, wetland delineations, soil evaluation, archeological evaluations, transportation assessments, land surveys, environmental assessments and other.
\$500,000	National Center for Advanced Manufacturing (NCAM) - Provides for operational expenses of the NCAM facility and development of new undergraduate and graduate level courses in advanced manufacturing utilizing advanced materials.
\$51,108,612	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$341,426	LSU A&M - Louisiana Business Technology Center - to match Louisiana businesses with resources of federal lab systems including NASA/Stennis and NASA/Michoud.
\$74,548	Governor's Office of Community Programs - administrative support for the Renewal Community Program/Coordinating Organization Responsibility Authorities (CORA)
\$7,446	Office of State Mail - Postage
\$101,002	Office of Telecommunications - State Telephone Services
\$1,500	Miscellaneous - Rental, printing, miscellaneous, etc.
\$525,922	SUB-TOTAL INTERAGENCY TRANSFERS
\$51,634,534	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
\$96,653	Acquisitions for furniture, computers, etc. related to new staff.
\$96,653	TOTAL ACQUISITIONS AND MAJOR REPAIRS



Performance Information

1. (KEY) Be a leader in Louisiana's recovery from hurricanes Katrina and Rita by achieving at least an 85% satisfaction rate from the businesses and economic developers served.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend	Actual Yearend	Performance	Existing	Performance At	Performance
		Performance Standard FY 2006-2007	Performance FY 2006-2007	Standard as Initially Appropriated FY 2007-2008	Performance Standard FY 2007-2008	Continuation Budget Level FY 2008-2009	At Executive Budget Level FY 2008-2009
K	Percent of stakeholders satisfied with business development assistance (LAPAS CODE - 20928)	85.00%	95.60%	85.00%	85.00%	85.00%	75.00%

LED surveys stakeholders served to determine satisfaction with the department's ability to support them through various incentive programs designed to establish and grow their businesses. The department has invested substantially in developing on-line web-based systems for businesses to apply and receive services from the various programs administered by LED. This client-driven system has increased productivity throughout the department as well increased client satisfaction levels. The inability of the IT division to effectively support LED's database systems would impact the department's ability to assist businesses in a multitude of existing and planned database programs.

2. (KEY) To effectively engage in collaborative initiatives and interactions to increase access to small business assistance/business development services, thereby having Louisiana certified small businesses exceed the national 2-year survival rate of small businesses annually.

Louisiana: Vision 2020 Link: Related to Objective 2.3: To increase the availability of capital for all stages of business development and provide management assistance to emerging businesses. Also related to Objective 2.3: To aggressively encourage and support entrepreneurial activity.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2006-2007	Actual Yearend Performance FY 2006-2007	Performance Standard as Initially Appropriated FY 2007-2008	Existing Performance Standard FY 2007-2008	Performance At Continuation Budget Level FY 2008-2009	Performance At Executive Budget Level FY 2008-2009
K	Percentage by which certified companies 2-year survival rate exceeds similar companies (LAPAS CODE - 14399)	10.0%	24.5%	10.0%	10.0%	10.0%	10.0%
<p>The national standard for 2-year survival rate for all companies is 66% according to a 1997 study conducted by the Small Business Administration, Office of Advocacy. In the past 2 years the agency have assisted 348 clients. Out of that 348 clients only 33 clients are no longer in business, while 315 clients are still in business. That is a 90.5% success rate.</p>							
S	Three-year default rate on small business bond guarantees (LAPAS CODE - 14400)	15%	0	15%	15%	15%	15%
S	Private financing generated by Small Business Development Centers per state dollar invested (LAPAS CODE - 15580)	\$ 15.00	\$ 54.60	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
<p>The performance of the SBDCs over the past several years has consistently been much higher than the performance standard. Therefore, the performance standard was raised. Clients generated a total of \$43,051,030 in capital. The SBDCs received \$788,522 in state funding through LED.</p>							

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007
Number of bond guarantees provided (LAPAS CODE - 6984)	10	20	3	7	6
Change in ownership of the program caused delays in FY 2004-2005.					
Amount of bond guarantees provided (LAPAS CODE - 1009)	\$ 419,272	\$ 1,147,480	\$ 146,335	\$ 380,083	\$ 502,288
Change in ownership of the program caused delays in FY 2004-2005.					
Total value of projects guaranteed with small business bonds (LAPAS CODE - 20307)	\$ 2,655,138	\$ 5,288,405	\$ 667,529	\$ 2,133,708	\$ 2,173,313
Change in ownership of the program caused delays in FY 2004-2005.					
Amount of loans received by small businesses assisted at SBDCs (LAPAS CODE - 20938)	\$ 17,918,260	\$ 38,521,350	\$ 23,866,431	\$ 20,836,479	\$ 21,092,954



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007
Number of businesses assisted through counseling by SBDCs (LAPAS CODE - 7012)	4,271	4,318	4,017	3,619	3,651
Number of individuals trained by SBDCs (LAPAS CODE - 7011)	9,454	10,899	10,931	7,982	7,641
Number of projects involving local development officials by Regional Representatives (LAPAS CODE - 12550)	353	466	733	990	452
Number of collaborations/interactions on projects by Regional Representatives (LAPAS CODE - 12551)	148	359	363	696	226

3. (SUPPORTING) Manage a dynamic business development program to promote Louisiana entities and recruit investment in Louisiana employees, products, and services.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2006-2007	Actual Yearend Performance FY 2006-2007	Performance Standard as Initially Appropriated FY 2007-2008	Existing Performance Standard FY 2007-2008	Performance At Continuation Budget Level FY 2008-2009	Performance At Executive Budget Level FY 2008-2009
S	Percent change in dollars spent by on-location filming from prior year (LAPAS CODE - 14436)	10%	277%	10%	10%	10%	10%
This performance indicator was previously reported as "Percent change in dollars spent by on-location filming from 2001-2002" (when the new incentives were introduced). Enough time has passed to effectively show the overall positive impact of the incentives on film-related spending since inception (see GPI Trend 2 table). It is now appropriate to attempt to achieve a 10% increase annually.							
S	Dollars generated by music events for each state dollar spent (LAPAS CODE - 14433)	\$ 5	\$ 6	\$ 5	\$ 5	\$ 5	\$ 5
S	Number of global recruiting missions (LAPAS CODE - 20951)	40	9	40	40	10	10



Performance Indicators (Continued)

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2006-2007	Actual Yearend Performance FY 2006-2007	Performance Standard as Initially Appropriated FY 2007-2008	Existing Performance Standard FY 2007-2008	Performance At Continuation Budget Level FY 2008-2009	Performance At Executive Budget Level FY 2008-2009
To save travel funding, the program operated to include visiting several countries in one mission rather than traveling individually to each country. For example, the Asia Mission (counted as one mission) was comprised of visits to Japan, China, Taiwan, and Korea (which would have formerly been counted as 4 missions). Even though less total missions were undertaken, more markets/countries were actually visited.							
S	Number of prospect visits to Louisiana (LAPAS CODE - 20952)	50	41	50	50	50	50
S	Percent change in military payroll jobs over prior year (LAPAS CODE - 20953)	0	-8.2%	0	0	0	0

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007
Dollars spent by on-location filming (in millions) (LAPAS CODE - 18049)	\$ 110.00	\$ 89.76	\$ 177.90	\$ 209.00	\$ 415.00
Number of full-length productions shot in the state (LAPAS CODE - 1314)	7	27	28	29	33
Number of potential film and television projects worked (LAPAS CODE - 15584)	Not Applicable	291	278	138	95
This was a new performance indicator in FY 2003-2004.					
Percent of potential projects worked that were shot in Louisiana (LAPAS CODE - 15585)	Not Applicable	23.4%	14.0%	21.0%	34.7%
This was a new performance indicator in FY 2003-2004.					
Dollar amount of Prime Military Contract Awards in Louisiana (in billions) (LAPAS CODE - 20989)	\$ 1.9	\$ 2.5	\$	\$ 5.2	\$ Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Active duty military personnel at major installations in Louisiana (LAPAS CODE - 20990)	17,745	17,307	15,953	17,380	Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Civilian personnel at major installations in Louisiana (LAPAS CODE - 20991)	6,384	6,544	6,857	7,093	Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007
Total personnel at major installations in Louisiana (LAPAS CODE - 20992)	24,129	23,851	22,810	24,473	Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Total military payroll outlay in Louisiana (in billions) (LAPAS CODE - 20993)	\$ 1.6	\$ 1.9	\$ 1.8	\$ 1.9	Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Number of Louisiana companies assisted in exporting (LAPAS CODE - 6998)	397	611	710	843	Not Available
Collaborations with targeted marketing in identifying international business opportunities for Vision 2020 targeted industries (LAPAS CODE - 15409)	13	87	31	78	Not Available
This was a new performance indicator in FY 2002-2003.					

4. (KEY) To improve the state's ranking by at least three economic development national ranking group.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2006-2007	Actual Yearend Performance FY 2006-2007	Performance Standard as Initially Appropriated FY 2007-2008	Existing Performance Standard FY 2007-2008	Performance At Continuation Budget Level FY 2008-2009	Performance At Executive Budget Level FY 2008-2009
K	Number of national ranking reports showing Louisiana with an improved state ranking over previous periods (LAPAS CODE - 15583)	3	8	3	3	3	3
Some improvements are directly related to recovery from the impacts of Hurricanes Katrina and Rita and will not necessarily continue into future ranking periods.							



5. (KEY) To assist employers to coalesce into Vision 2020 targeted industries by recruiting, retaining, or expanding targeted companies and achieving an 85% satisfaction level among targeted businesses assisted with marketing.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2006-2007	Actual Yearend Performance FY 2006-2007	Performance Standard as Initially Appropriated FY 2007-2008	Existing Performance Standard FY 2007-2008	Performance At Continuation Budget Level FY 2008-2009	Performance At Executive Budget Level FY 2008-2009
K	Percent of targeted businesses satisfied with marketing assistance (LAPAS CODE - 21050)	85%	83%	85%	85%	85%	85%
S	Number of economic development projects worked (LAPAS CODE - 21051)	400	417	500	500	500	500
K	Number of projects resulting in recruitment, retention, and/or expansion of companies (LAPAS CODE - 21052)	100	74	100	100	100	92

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007
Advanced Materials (Number of Projects Worked) (LAPAS CODE - 21054)	Not Applicable	87	69	106	26
This was a new performance indicator in FY 2003-2004.					
Agriculture/Food/Forestry (Number of Projects Worked) (LAPAS CODE - 21055)	Not Applicable	182	127	53	78
This was a new performance indicator in FY 2003-2004.					
Durable Goods (Number of Projects Worked) (LAPAS CODE - 21056)	Not Applicable	21	9	84	68
This was a new performance indicator in FY 2003-2004.					



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007
Energy (Number of Projects Worked) (LAPAS CODE - 21057)	Not Applicable	24	23	52	33
<p>This was a new performance indicator in FY 2003-2004. The Energy sector now includes two former sectors: Energy, Oil & Gas and Petrochemical.</p>					
Entertainment (Number of Projects Worked) (LAPAS CODE - 21058)	Not Applicable	74	70	5	107
<p>This was a new performance indicator in FY 2003-2004.</p>					
Technology (Number of Projects Worked) (LAPAS CODE - 21059)	Not Applicable	70	7	27	24
<p>This was a new performance indicator in FY 2003-2004. The Technology sector data previously included only information technology. There were also 3 projects worked previously reported in Biotechnology/Biomedical. The Technology and Logistics Directors departed in FY 2004-2005, these figures represent performance through the first quarter for Technology and through the third quarter for Logistics.</p>					
Logistics/Transportation (Number of Projects Worked) (LAPAS CODE - 21060)	Not Applicable	60	28	0	14
<p>This was a new performance indicator in FY 2003-2004. The Technology and Logistics Directors departed in FY 2004-2005, these figures represent performance through the first quarter for Technology and through the third quarter for Logistics. The Logistics/Transportation position was not filled for the entire fiscal year.</p>					



252_2000 — Business Incentives Program

Program Authorization: R.S. 36:101 et. seq.; R.S. 25:315 et. seq.; R.S. 33:4702 (H); R.S. 51:941 et seq.; R.S. 51:2302; R.S. 47:3201-3205; R.S. 30:142D.5(a-c); R.S. 47:4301-4306; R.S. 47:34; R.S. 47:1951.1-1951.3; R.S. 39:991-997; R.S. 47:6005; R.S. 46:813-814; R.S. 17:3389; R.S. 51:1781-1787; R.S. 47:1121-1128; R.S. 51:938.1; Art. VII, Part II, Section 21 (F&I); as amended by Acts 6, 7, 8, 9, and 12 of the 2001 Regular Legislative Session.

Program Description

The mission of the Business Incentives Program is to create value for existing, expanding, and new businesses in Louisiana by providing quality assistance through marketing and administering tax, financial and other assistance products.

The goals of the Business Incentives Program are:

- I. Provide quality administrative services for resource service products.
- II. Raise awareness of resource service programs and products.
- III. Provide products that meet client needs and streamline business access to resource service products.

The Business Incentives Program administers the Department's business incentives products through the Louisiana Economic Development Corporation (LEDC) and the Board of Commerce and Industry (C&I). The Business Incentives Program has one activity: Business Incentives Services.

- The Business Incentives Services activity provides information and technical assistance to business and industry in applications for business tax incentives and financial assistance/capital programs administered by the Department. The activity encourages economic development, business expansion, and job creation by providing financial support through an array of incentive programs.

Business Incentives Program Budget Summary

	Prior Year Actuals FY 2006-2007	Enacted FY 2007-2008	Existing Oper Budget as of 12/01/07	Continuation FY 2008-2009	Recommended FY 2008-2009	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 0	\$ 174,395	\$ 174,395	\$ 207,212	\$ 81,710	\$ (92,685)
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	452,403	499,885	499,885	500,931	651,193	151,308
Statutory Dedications	11,259,427	14,497,134	17,633,973	14,498,001	14,482,538	(3,151,435)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0



Business Incentives Program Budget Summary

	Prior Year Actuals FY 2006-2007	Enacted FY 2007-2008	Existing Oper Budget as of 12/01/07	Continuation FY 2008-2009	Recommended FY 2008-2009	Total Recommended Over/Under EOB
Total Means of Financing	\$ 11,711,830	\$ 15,171,414	\$ 18,308,253	\$ 15,206,144	\$ 15,215,441	\$ (3,092,812)
Expenditures & Request:						
Personal Services	\$ 698,485	\$ 983,772	\$ 983,772	\$ 1,026,589	\$ 1,045,832	\$ 62,060
Total Operating Expenses	56,790	62,781	62,781	64,099	54,748	(8,033)
Total Professional Services	0	0	0	0	0	0
Total Other Charges	10,941,209	14,114,861	17,251,700	14,115,456	14,114,861	(3,136,839)
Total Acq & Major Repairs	15,346	10,000	10,000	0	0	(10,000)
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 11,711,830	\$ 15,171,414	\$ 18,308,253	\$ 15,206,144	\$ 15,215,441	\$ (3,092,812)
Authorized Full-Time Equivalents:						
Classified	11	15	15	15	15	0
Unclassified	0	0	0	0	0	0
Total FTEs	11	15	15	15	15	0

Source of Funding

This program is funded with State General Fund, Fees and Self-generated Revenues, and Statutory Dedications. The Fees and Self-generated Revenues are due to certain self-specified fees collected from businesses applying for business incentives granted by the department. Statutory Dedications are derived from the Louisiana Economic Development (LED) Fund, based upon Act 34 of the 2001 Regular Session. This fund includes cash from investments and vendor's compensation from the Department of Revenue and the Department of Public Safety. Acts 7, 8, and 9 of the 2001 Regular Session restructured the department; the Workforce Development and Training Fund and the Economic Development Award Program Fund were eliminated and subsequently merged into the Louisiana Economic Development Fund. (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of each statutory dedicated fund.)

Business Incentives Program Statutory Dedications

Fund	Prior Year Actuals FY 2006-2007	Enacted FY 2007-2008	Existing Oper Budget as of 12/01/07	Continuation FY 2008-2009	Recommended FY 2008-2009	Total Recommended Over/Under EOB
Louisiana Economic Development Fund	\$ 11,259,427	\$ 14,497,134	\$ 17,633,973	\$ 14,498,001	\$ 14,482,538	\$ (3,151,435)



Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 3,136,839	0	Mid-Year Adjustments (BA-7s):
\$ 174,395	\$ 18,308,253	15	Existing Oper Budget as of 12/01/07
Statewide Major Financial Changes:			
15,990	15,990	0	Annualize Classified State Employee Merits
18,794	18,794	0	Classified State Employees Merit Increases
0	(21,743)	0	State Employee Retirement Rate Adjustment
3,776	3,776	0	Group Insurance for Active Employees
3,812	3,812	0	Group Insurance for Retirees
41,431	41,431	0	Salary Base Adjustment
(10,000)	(10,000)	0	Non-Recurring Acquisitions & Major Repairs
0	(3,136,839)	0	Non-recurring Carryforwards
Non-Statewide Major Financial Changes:			
(166,488)	0	0	Means of financing substitution replacing State General with Fees and Self Generated Revenues.
0	(8,033)	0	Group Insurance Funding from Other Line Items.
\$ 81,710	\$ 15,215,441	15	Recommended FY 2008-2009
\$ 0	\$ 0	0	Less Hurricane Disaster Recovery Funding
\$ 81,710	\$ 15,215,441	15	Base Executive Budget FY 2008-2009
\$ 81,710	\$ 15,215,441	15	Grand Total Recommended

Professional Services

Amount	Description
	This program does not have funding for Professional Services for Fiscal Year 2008-2009.

Other Charges

Amount	Description
	Other Charges:
\$31,500	Funding to provide CPA Audit Services for the Louisiana Economic Development Corporation.



Other Charges (Continued)

Amount	Description
\$9,555,077	Financial Assistance - Louisiana Economic Development Corporation (LEDC) - To provide funding for: Louisiana Small Business Loan Program, Venture Capital Programs, Business and Industrial Development Corporation Programs (BIDCO), Micro Loan Program, and the Contract Loan Program and any other programs as approved by the Board of the LEDC. Also included is funding provided for miscellaneous loan related charges.
\$2,500,000	Workforce Development and Training Program - Funding to provide customized workforce training programs to existing and prospective Louisiana businesses as a means of: (1) improving the competitiveness and productivity of Louisiana's workforce and business community, (2) upgrading employee skills for new technologies or production processes, and (3) assisting Louisiana businesses in promoting employment stability.
\$2,000,000	Entertainment Workforce Development and Training Program - Funding to provide training to qualified Louisiana applicants through training programs designed to develop needed workforce in Louisiana's growing entertainment industry.
\$14,086,577	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$10,686	Office of State Mail - Postage
\$12,000	Office of Telecommunications - State Telephone Services
\$5,598	Miscellaneous - LASERS - Meeting Room Facilities; Office of State Register - Rule Publications; etc.
\$28,284	SUB-TOTAL INTERAGENCY TRANSFERS
\$14,114,861	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2008-2009.

Performance Information

- (KEY) Establish and maintain a 90% satisfaction level with LED services for all participants of incentive products administered by LED through the Board of Commerce and Industry (C&I) and through the Louisiana Economic Development Corporation (LEDC) Board.**

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2006-2007	Actual Yearend Performance FY 2006-2007	Performance Standard as Initially Appropriated FY 2007-2008	Existing Performance Standard FY 2007-2008	Performance At Continuation Budget Level FY 2008-2009	Performance At Executive Budget Level FY 2008-2009
K	Satisfaction level of incentive applicants to the C&I Board (LAPAS CODE - 20341)	90%	94%	90%	90%	90%	90%
K	Satisfaction level of incentive applicants to the LEDC Board (LAPAS CODE - 21077)	90%	100%	90%	90%	90%	90%

2. (KEY) Market incentive products so that a 90% satisfaction level is achieved among businesses and communities.

Louisiana: Vision 2020 Link: Related to Objective 2.3: To increase the availability of capital for all stages of business development and provide management assistance to emerging businesses. Also related to Objective 2.3: To aggressively encourage and support entrepreneurial activity.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2006-2007	Actual Yearend Performance FY 2006-2007	Performance Standard as Initially Appropriated FY 2007-2008	Existing Performance Standard FY 2007-2008	Performance At Continuation Budget Level FY 2008-2009	Performance At Executive Budget Level FY 2008-2009
K	Percent of participants rating workshops and briefings as informative/ effective (LAPAS CODE - 15587)	90%	100%	90%	90%	90%	90%

3. (SUPPORTING) Review at least 80% of all existing business resource products annually to assess effectiveness, and monitor 100% of all contracts to ensure compliance.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices.



Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

Level	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2006-2007	Actual Yearend Performance FY 2006-2007	Performance Standard as Initially Appropriated FY 2007-2008	Existing Performance Standard FY 2007-2008	Performance At Continuation Budget Level FY 2008-2009	Performance At Executive Budget Level FY 2008-2009
S	Percent of business incentives services contracts monitored (LAPAS CODE - 21084)	100%	100%	100%	100%	100%	100%

Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007
Number of EDAP projects approved and funded (LAPAS CODE - 12570)	25	32	6	13	6
Dollars approved for EDAP projects (LAPAS CODE - 21428)	\$ 19,473,184	\$ 19,792,069	\$ 4,010,651	\$ 6,836,022	\$ 6,604,902
Anticipated number of jobs created by EDAP applicants (LAPAS CODE - 12571)	3,610	3,069	1,653	1,241	619
Anticipated number of jobs retained by EDAP applicants (LAPAS CODE - 21429)	2,795	2,693	962	268	115
This was a new performance indicator in FY 2005-2006. However, prior year data was available for FY 2002-2003 and FY 2003-2004.					
Anticipated amount of capital invested by EDAP applicants (LAPAS CODE - 21430)	\$ 371,201,829	\$ 190,079,460	\$ 42,736,284	\$ 208,827,669	\$ 93,666,163
Number of Financial Assistance projects approved and funded (LAPAS CODE - 12579)	34	40	9	2	4
Dollars approved for Financial Assistance projects (LAPAS CODE - 12581)	\$ 18,281,881	\$ 12,783,762	\$ 845,254	\$ 451,818	\$ 1,795,000
Anticipated number of jobs created by Financial Assistance applicants (LAPAS CODE - 12580)	953	474	114	3	0
Number of jobs created and number of jobs retained has been reported as a combined figure in past reporting periods. Beginning in FY 2002-2003 the jobs are split into the two categories.					
Anticipated number of jobs retained by Financial Assistance applicants (LAPAS CODE - 21431)	175	340	1	22	27
Number of jobs created and number of jobs retained has been reported as a combined figure in past reporting periods. Beginning in FY 2002-2003 the jobs are split into the two categories.					



Business Incentives Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007
Anticipated amount of capital invested by Financial Assistance applicants (in millions) (LAPAS CODE - 21432)	\$ 6.76	\$ 8.90	\$ 1.90	\$ 0.10	\$ 0.50
This was a new performance indicator in FY 2005-2006. However, prior year data was available for FY 2002-2003 and FY 2003-2004.					
Number of Venture Capital projects approved and funded (out of total FA) (LAPAS CODE - 20431)	10	22	21	15	10
Dollars leveraged on approved funding for Venture Capital projects per state dollar (LAPAS CODE - 20432)	\$ 6.28	\$ 4.50	\$ 38.11	\$ 64.16	\$ 57.77
Number of Business Incentive projects approved (LAPAS CODE - 12582)	636	888	1,135	659	912
Anticipated number of permanent jobs created by Business Incentive applicants (LAPAS CODE - 1035)	14,560	15,738	21,142	14,738	22,689
Anticipated number of construction jobs created by Business Incentive applicants (LAPAS CODE - 12584)	30,756	34,769	31,834	31,609	41,019
Anticipated amount of capital invested by Business Incentive applicants (in billions) (LAPAS CODE - 1036)	\$ 5.6	\$ 4.8	\$ 6.6	\$ 12.1	\$ 14.7
Number of Workforce Development projects approved and funded (LAPAS CODE - 1015)	5	6	3	5	2
Dollars approved and funded for Workforce Development projects (LAPAS CODE - 21433)	\$ 2,485,910	\$ 2,729,299	\$ 1,279,269	\$ 3,473,890	\$ 899,500
Number of Louisiana workers trained (LAPAS CODE - 1016)	800	1,517	905	1,354	960
Although the cost per trainee appears high during FY 2002-2003, the projects totaled \$61,602,585 in payroll for new jobs by the companies with only a \$2.5 million investment by the state.					
Average cost per trainee (LAPAS CODE - 21434)	\$ 3,107.39	\$ 1,799.14	\$ 1,413.56	\$ 2,565.65	\$ 936.98
Although the cost per trainee appears high during FY 2002-2003, the projects totaled \$61,602,585 in payroll for new jobs by the companies with only a \$2.5 million investment by the state.					
Number of jobs retained by applicants through Workforce Development projects (LAPAS CODE - 21436)	4,058	956	1,914	6,041	5
This was a new performance indicator in FY 2002-2003.					
Number of new jobs created by applicants through Workforce Development projects (LAPAS CODE - 21435)	558	794	428	287	1,020
This was a new performance indicator in FY 2002-2003.					



Business Incentives Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004	Prior Year Actual FY 2004-2005	Prior Year Actual FY 2005-2006	Prior Year Actual FY 2006-2007
Amount of capital invested by WFD applicants (LAPAS CODE - 10258)	\$ 282,874	\$ 508,923,731	\$ 24,050,000	\$ 214,851,887	\$ 5,400,000
Two of the contracts in FY 2002-2003, Continental Structural Plastics and Gulf South Scaffolding, were second phases of training in multi-phase projects. There were new trainees for this reporting period for these companies (183), but the new capital investment for the entire projects were counted during a prior reporting period.					
Average salary of workers trained through WFD projects (LAPAS CODE - 21437)	\$ 28,957.41	\$ 40,560.08	\$ 35,573.00	\$ 33,411.51	\$ 18,088.00
Average hourly wage rate increase of workers trained over FY 2000-2001 (LAPAS CODE - 12578)	60.0%	124.0%	97.0%	84.7%	Not Available
Average salary of workers trained was formerly reported as a percent increase over FY 2000-2001 salaries of workers trained. This was a new performance indicator in FY 2001-2002.					

